

VEH107 Contract User Guide

VEH107: Road Salt

UPDATED: November 17, 2020

Contract #:	VEH107
MMARS MA #:	VEH107*
Initial Contract Term:	September 1, 2018 – August 31, 2019
Current Contract Term:	September 1, 2020 – August 31, 2021
Maximum End Date:	August 31, 2023 (2 x 1-year renewals remaining)
Contract Manager:	Cameron O’Brien, (617) 720-3125, Cameron.E.OBrien@mass.gov
This Contract Contains:	Prompt Pay Discounts
UNSPSC Codes:	46-16-15-06 Snow or Ice Melter
Notes:	<i>Non-Executive Agency customers are required to sign a Memorandum of Understanding (MOU) and Estimated Usage Form each year.</i>

*The asterisk is required when referencing the contract in the Massachusetts Management Accounting Reporting System (MMARS).

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VEH107 – Road Salt replaced contract VEH95 – Sodium Chloride (Road Salt)

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Contract Summary

This contract is for the supply and delivery of Road Salt and Pre-Treated Road Salt to the Eligible Entities within the Commonwealth of Massachusetts for de-icing/anti-icing purposes. The contract is awarded by 18 MassDOT Areas and a group of Department of Conservation and Recreation (DCR) locations. Each area has a single vendor awarded for Road Salt and a single vendor awarded for Pre-Treated Road Salt. Pricing for each area and salt type is available in [Appendix A: Awarded Pricing](#). A map of the 18 MassDOT Areas is available in [Appendix B: VEH107 MassDOT Areas Map](#).

Road Salt Types

- Road Salt – traditional mined sodium chloride rock salt.
- Pre-Treated Road Salt – road salt treated with liquid magnesium chloride (must be kept in closed storage).

Finding Bid/Contract Documents

- To find all contract-specific documents, including the RFR and awarded pricing, visit [COMMBUYS.com](https://www.commbuys.com) and search for contract **VEH107** to find the Master Blanket Purchase Order (MBPO) pages for the awarded vendors.
- To link directly to the public view of these pages, click the MBPO links in the [Vendor List](#).

Who Can Use This Contract

Applicable Procurement Law

Executive Branch Goods and Services: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00;

Eligible Entities

Please see the standard list of Eligible Entities on our [Who Can Use Statewide Contracts](#) webpage.

Pricing, Purchasing, and Delivery

Pricing

View awarded VEH107 pricing for September 1, 2020 – August 30, 2021 in [Appendix A: Awarded Pricing](#).

Purchasing

Purchases through this contract are direct, outright purchases. Customers are recommended to call vendors for orders (see vendor contact info on [page 4](#)). Always reference **VEH107** when ordering.

Delivery

All VEH107 orders are inclusive of delivery. The intent of the VEH107 contract is for all orders to be delivered.

Picking up road salt is only permitted during extreme emergencies as defined in section K “Emergency Response Plan/Preparedness” of the VEH107 RFR.

VEH107 CUSTOMERS ARE NOT REQUIRED TO PAY FOR DELIVERED QUANTITIES EXCEEDING THE TOTAL QUANTITIES SHOWN ON A PURCHASE ORDER.

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Memorandum of Understanding and Estimated Usage Form

Eligible Entities who are not required to follow [801 CMR 21.00](#) must complete a Memorandum of Understanding and Estimated Usage Form (MOU) annually before October 15th in order to access the VEH107 contract for the following winter season. The OSD Contract Manager may accept MOUs after October 15th to be considered for admission to the VEH107 contract. For VEH107 this applies to Towns, Cities, Schools, Authorities, and any other non-Executive Branch entities that are not required to use statewide contracts.

Emergency Services

Many statewide contracts are required to provide products or services in cases of statewide emergencies. [801 CMR 21.00](#) defines emergency for procurement purposes. Visit the [Emergency Contact Information for Statewide Contracts](#) list for emergency services related to this contract.

Strategic Sourcing Team Members

- Ariola Molla, OSD
- Luis Martinez, OSD
- Michael Phillips, OSD
- Bassam Salfity, MassDOT
- Mark Goldstein, MassDOT
- Zelpha Bennet, OSD
- Katherine Thomas, OSD
- Erin Powers, OSD
- Scott Jones, OSD
- Paul Short, OSD

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Vendor List and Information*

Vendor	Master Blanket Purchase Order # (MBPO)	Vendor Contact Person	Phone #	Email	Prompt Pay Discount (PPD)	Estimated Average Delivery Times
Master Contract Record	PO-21-1080-OSD03-SRC3-20238	Ariola Molla	617-720-3381	ariola.t.molla@mass.gov	N/A	N/A
Champion Salt	PO-18-1080-OSD01-OSD10-14360	Lisa Myers	636-484-0256	lmyers@cpa.com	2% off in 10 days 1% off in 30 days	1-to-3 Business Days
Eastern Salt	PO-18-1080-OSD01-OSD10-14361	Karen Girard	978-251-8553	kgirard@easternsalt.com	1% off in 10 days	2-to-3 Business Days
Leed Salt	PO-18-1080-OSD01-OSD10-14359	Sam Bayou	508-297-7258	sales@leedsalt.com	1% off in 10 days	2-to-4 Business Days
Morton Salt	PO-18-1080-OSD01-OSD10-14357	Customer Service	1-855-665-4540	buyroadsalt@mortonsalt.com	1% off in 20 days	3-to-10 Business Days
Saltine Warrior	PO-18-1080-OSD01-OSD10-14358	John Pearson	401-862-5343	saltinewarrior1@gmail.com	1% off in 10 days	2-to-3 Business Days

*Note that COMMBUYS is the official system of record for vendor contact information.



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Appendix A: Awarded Pricing

VEH107 Road Salt Pricing (*effective 9/1/2020 – 8/31/2021*)

MassDOT Area	Vendor	\$/Per Ton
1A	Morton Salt	\$56.00
1B	Morton Salt	\$55.00
1C	Morton Salt	\$53.50
2A	Champion Salt	\$56.10
2B	Champion Salt	\$55.35
2C	Champion Salt	\$57.85
3A	Eastern Salt	\$49.50
3B	Eastern Salt	\$47.50
3C	Eastern Salt	\$48.15
4A	Eastern Salt	\$45.90
4B	Eastern Salt	\$45.90
4C	Eastern Salt	\$45.80
5A	Morton Salt	\$49.50
5B	Morton Salt	\$45.50
5C	Morton Salt	\$45.00
5D	Morton Salt	\$50.00
5E	Saltine Warrior	\$137.00
6ABCD	Eastern Salt	\$48.45
DCR Locations	Eastern Salt	\$48.45

NOTE: Contract User Guides are updated regularly. Print copies should be compared against the current version posted on mass.gov/osd.

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VEH107 Pre-Treated Road Salt Pricing *(effective 9/1/2020 – 8/31/2021)*

MassDOT Area	Vendor	\$/Per Ton
1A	Morton Salt	\$78.00
1B	Morton Salt	\$72.00
1C	Morton Salt	\$72.00
2A	Morton Salt	\$68.00
2B	Leed Salt	\$70.20
2C	Morton Salt	\$69.00
3A	Champion Salt	\$65.55
3B	Leed Salt	\$64.70
3C	Leed Salt	\$65.90
4A	Morton Salt	\$67.00
4B	Morton Salt	\$67.00
4C	Morton Salt	\$67.00
5A	Morton Salt	\$66.00
5B	Leed Salt	\$62.90
5C	Morton Salt	\$65.00
5D	Saltine Warrior	\$65.00
5E	Saltine Warrior	\$155.00
6ABCD	Eastern Salt	\$69.50
DCR Locations	Eastern Salt	\$69.50

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VEH107 Prompt Payment Discounts

For payments on invoices made within the listed amount of days an additional discount applies.

Vendor	Prompt Payment Discount(s)
Champion Salt	1% off in 30 days; 2% off in 10 days
Eastern Salt	1% off in 10 days
Leed Salt	1% off in 10 days
Morton Salt	1% off in 20 days
Saltine Warrior	1% off in 10 days

VEH107 Vendor Contact Information

Vendor	Contact Person	Phone	Email
Champion Salt	Lisa Myers	636-484-0256	lmyers@cpa.com
Eastern Salt	Karen Girard	978-251-8553	kgirard@easternsalt.com
Leed Salt	Sam Bayou	508-297-7258	sales@leedsalt.com
Morton Salt	Customer Service	1-855-665-4540	buyroadsalt@mortonsalt.com
Saltine Warrior	John Pearson	401-862-5343	saltinewarrior1@gmail.com

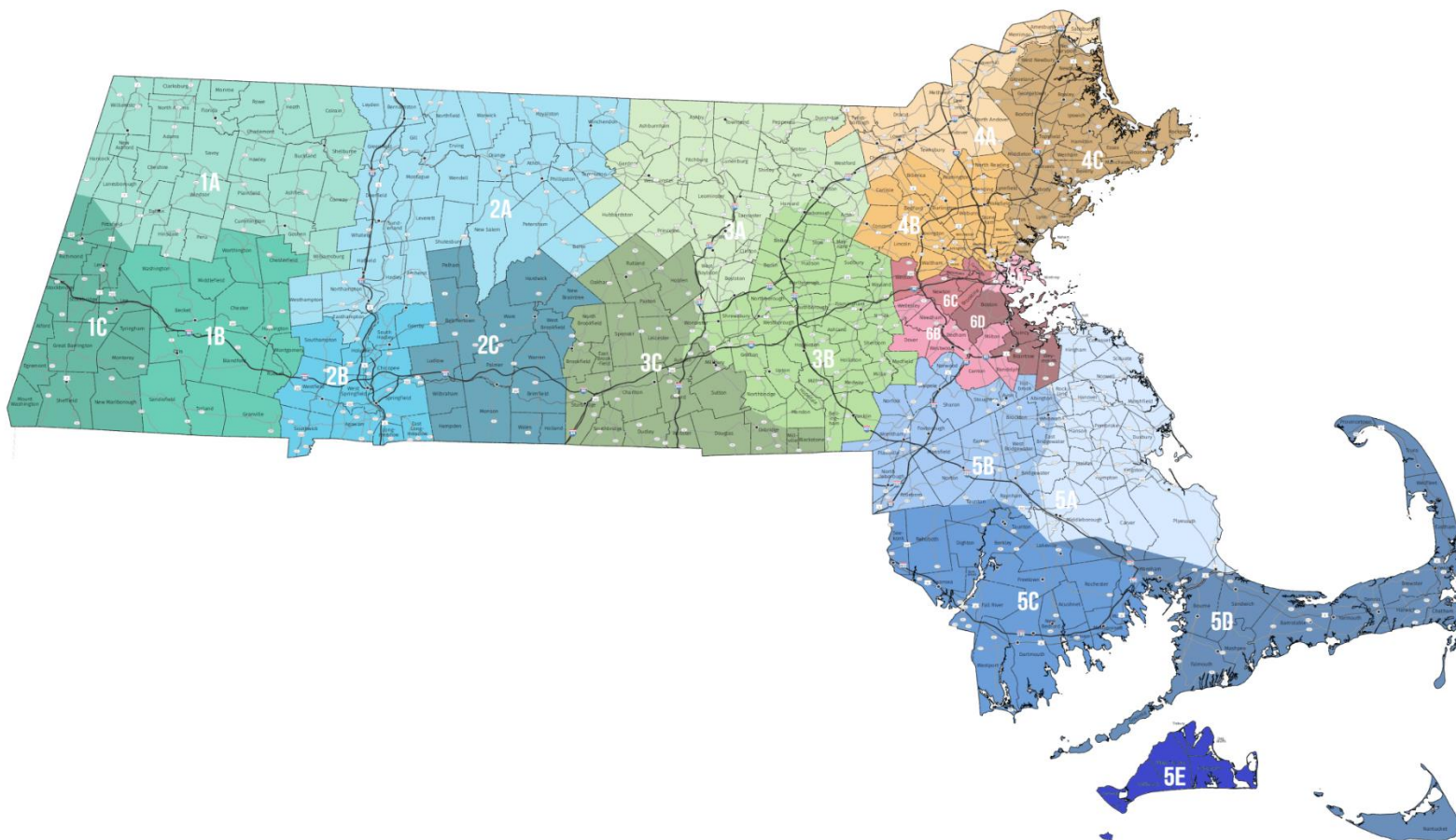
VEH107 Contract Manager

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Appendix B: VEH107 MassDOT Areas Map

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